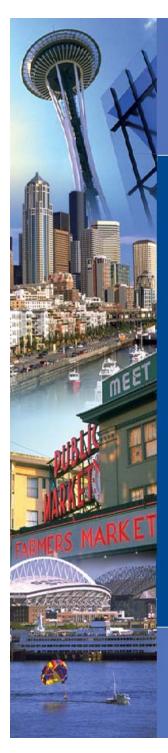






7 ANNUAL SMALL BUSINESS CONFERENCE

THE WASHINGTON STATE
CONVENTION AND TRADE CENTER



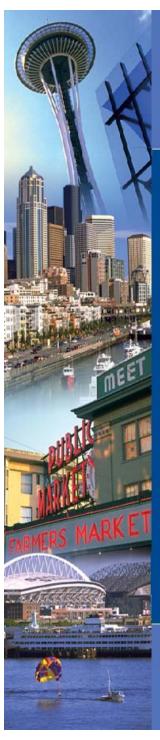
7TH ANNUAL SMALL BUSINESS CONFERENCE

Doing Business with DOE

John Bashista
Office of Procurement and Assistance
Management







The DOE Business Model

- DOE is largest Civilian buying agency.
- Majority of DOE Obligations go to Facilities Management Contracts (FMCs).
- FMCs have historically been performed by large industrial companies and academic institutions.









What We're Doing

- FMC breakout opportunities for small business prime contracting.
- Placeholders in FMC primes to breakout existing or future FMC subcontracts for placement by DOE as primes.
- Expanded subcontracting requirements for FMCs.







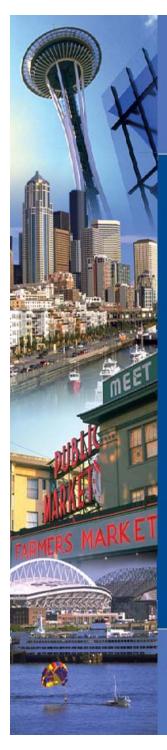


What We're Doing

- DOE's annual non-FMC contract obligations exceed \$3 billion.
- In FY-05, close to 30% of non-FMC obligations went to small business (HQ almost 70% in '06).
- DOE continues to emphasize expansion of prime contracting opportunities for small businesses.
 - NTC
 - Portsmouth/Paducah







The "Nuts and Bolts" Stuff

- CCR
- FedBizOpps
- E-Center
- DOE/C-Web
- IIPS
- PADS-Online
- MAS/FSS









Central Contractor Registration http://www.ccr.gov

- All Federal Contractors must be registered in the Central Contractor Registration (CCR) to receive a Government contract, except:
 - Purchase Card buys
 - Classified contracts
 - Support to military/emergency ops
 - Unusual/compelling need
 - Foreign contracts outside U.S.
 - Micro-purchases that don't use EFT





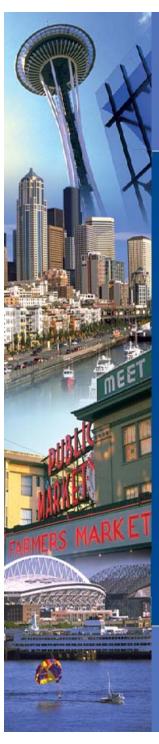


Federal Business Opportunities www.fedbizopps.gov

- Governmentwide Point of Entry for electronic public access to procurement opportunities > \$25K.
- Government buyers post synopses of proposed contract actions, solicitations, other information.
- Public can register/subscribe directly.
- Can search, monitor and retrieve opportunities solicited by the entire Federal contracting community.







- The E-Center is the <u>KEY</u> to doing business with DOE.
- Provides detailed information on doing business with DOE, including:
 - viewing current business opportunities.
 - registering to submit proposals.
 - obtaining information and guidance on the acquisition/financial assistance award processes.
- Access tools to identify opportunities and where to market your capabilities.



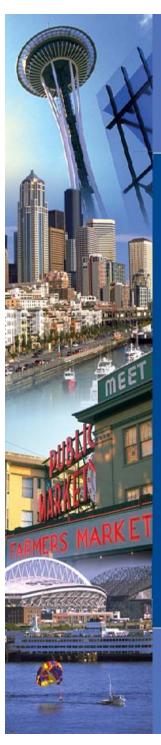




- Register/Subscribe to:
 - DOE/C-Web
 - IIPS (Industry Interactive Procurement System)
- DOE/C-Web and IIPS are DOE's Electronic Procurement Systems where:
 - solicitations are issued
 - bids and proposals are submitted/received
 - amendments/other communications are issued
 - Awards are made!





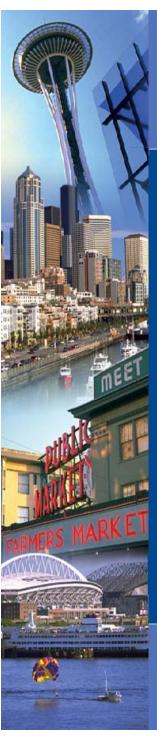


- DOE/C-Web Simplified Acquisitions (<\$100K).
- DOE/C-Web will notify you of solicitations in your areas of interest.
- Search for business opportunities.









- IIPS (>\$100K)
 - Browse opportunities anonymously.
 - Register to submit proposals.
 - Subscribe to specific business opportunities.
 - Submit questions and receive answers.
 - IIPS feeds Government-wide FedBizOpps and FedGrants systems.







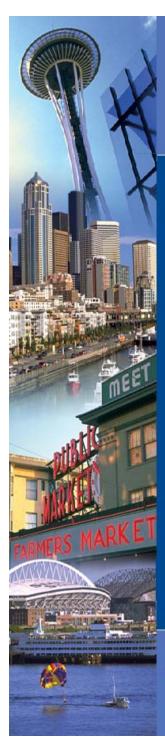
OSDBU Website: http://smallbusiness.doe.gov

- Forecast of prime and subcontract opportunities.
- Roadmap to Doing Business with DOE.
- Directory of SB Program Managers.
- Information on SB programs.
- DOE SB Strategic Plan.









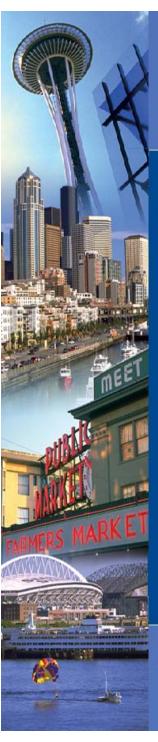
Office of Procurement's website: http://professionals.pr.doe.gov

- DVD on how to do business with DOE.
- PADS Online http://padsonline.energy.gov/.
- DOE and FMC contracting Points of Contact.







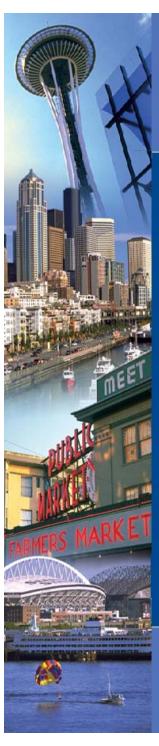


- PADS Online
 - DOE-wide search engine for all active contracts over \$25K.
 - Search by simple terms, NAICS codes, geographical areas, etc.
 - Find which products and services DOE buys.
 - Find program offices/buying offices that have awarded contracts in your areas of interest.









- Be an active participant in the planning stages of the acquisition.
- Exploit opportunities to get your questions answered and make your opinions/concerns known.
 - Draft RFPs
 - One-on-One's
 - Site Tours









Market to DOE

- Use the Information from PADS Online and the E-Center to market to DOE.
- Contact DOE Small Business Program Managers.
- Find DOE phone numbers and e-mail addresses at: http://phonebook.doe.gov
- Market yourself on the basis of your capabilities.
- Know DOE and its programs.









Get On The GSA Schedules

- DOE, like most agencies, are gravitating more to using Multiple Award Schedules.
- DOE pioneered policy of targeting small businesses for schedule buys.
- DOE conducts formal/disciplined market research to identify select qualified firms.
- Make sure your information is accessible and comprehensive.



